

Buying a Short Sale Property

For many buyers, going through the short sale process can be an interesting and sometimes time consuming journey. However, the reward can be a wonderful property at a great price.

In a short sale, the lender must approve the sale of the short sale after an offer has been accepted by the Seller. The bank will most likely come back with a counter offer. If the counter is accepted the short sale process will quickly complete. This is not a complicated process, except that often there are many layers that need to be gone through to get to the decision makers and sometimes having the lender see today's fair market value can also be a process.

Here are some common questions when purchasing a short sale. :

1. I made an offer on a short sale but it's taking forever to hear a response from the bank? Can I withdraw my offer without a penalty?

Yes, you can rescind your short sale offer any time before the bank accepts your offer. To cover all bases, you should have signed a short sale addendum that spells out your rights. An experienced short sale Realtor can help you with this.

2. I need to move into a house soon. Can I buy a short sale?

If you are not prepared to wait for 3 to 6 months for that house, then you might not want to write a short sale offer. Short sales can take different amounts of time, depending on the lender you're working with. Some are quick, some are slow...and some will not make it to closing at all. You have to be prepared to wait..

3. How long does it take to buy a short sale house?

The timeline can vary greatly. We have had short sales approved in two weeks, and also had one that took well over a year. We like to shoot for 60-90 days to get all of the approvals and then close in 30 days after the approval. The best we can do is keep you updated weekly on the progress so that you can make informed decisions about going forward, or choosing to go another direction.

4. Should I buy a short sale property?

If you have the luxury of time, then by all means put in an offer on a short sale, if it is a home you would like to own. If you use a competent Realtor, knowledgeable in short sales, such as those found on Team Black Bear, you will get the information and guidance you need to make an offer that will allow you to have the opportunity to get great value for your money. You will get weekly updates and be given all the information you need to make the best decisions all along the way in the process. We have had clients acquire fabulous properties, at great prices, out of short sales.